

ATTACHMENT G

Attachment G

Applied Metering Technologies, Inc. Employee Metering Experience

Name	Utility Experience	Present Classification	Class 1 Technician Experience	Class 2 Technician Experience	Class 3 Technician Experience	Meter Analyst Experience	Meter Supervisor & Instructor Experience	Meter Engineer Experience	Meter Manager Experience	Total Years Experience
Castorena, Jerry	So Cal Edison	Class 2 Technician	9	7	0					16.0
Gierke, William	ComEd	Class 3 Technician	11	9	6	4	4			34.0
Gomez, Polycarpio	So Cal Edison	Class 3 Technician	2	5	5	4	9			25.0
Herrin, James	Pacific G&E	Class 3 Technician	2	4	2		5	2		15.0
Holly, Johnell	So Cal Edison	Chief Engineer	5	3	0		2	11		21.0
Kenney, Frank	So Cal Edison	Class 3 Technician	4	15	3	2	2			26.0
Lastrapes, Cynthia	So Cal Edison	Class 3 Technician	3	13	3	1	1			21.0
Long, Rich	So Cal Edison	Class 3 Technician	4	10	3	2	8			27.0
Natividad, Mario	So Cal Edison	President	2	5		6	8		11	32.0
Natividad, Matthew (In Training)	None	Class 1 Technician	0.5							0.5
Westberg, John	So Cal Edison	Class 3 Technician	4	5	2	2	2	1		16.0
									TOTAL	233.5

Workers Directly Involved on Illinois Projects

William Gierke - AMT's only technician in Illinois at the present time; all 34 years with ComEd meter organization.

Johnell Holly - In-house field engineering support for all AMT technicians on meter software, programming and general field applications.

John Westberg - AMT's lead technician and technical support for all AMT field technicians.

*Both Johnell Holly and John Westberg are reachable via cellular phone by each technician while at the meter site on customer premises.

Mario Natividad - General Management

As of January, 2001

Attachment G

Applied Metering Technologies, Inc. Experience and Background

Description of the AMT's electric meter installation, maintenance, repair and removal experience:

In general, Applied Metering Technologies staff is comprised completely of former utility meter services engineers and technicians. All of AMT's journeymen meter technicians and engineers have been hired from Southern California Edison Company, Pacific Gas and Electric Company and Commonwealth Edison Company. Technicians average approximately 21 years of metering experience including journeyman field calibration, installation, troubleshooting, maintenance and inspection of meters, current transformers, wiring, and associated recorders, reactiformers and other metering equipment. The only AMT staff that does not come from the electric utility background is our clerical staff and our entry level Class 1 Technician. Our former ComEd technician comes to AMT with 34 years of experience in the utility and has a background in all facets of metering including a meter training instructor. He is more than qualified for this position. As the work load picks up, AMT expects to hire journeymen meter technicians from the utilities in the Illinois area. Entry level personnel will also be hired as work in the residential market materializes.

The Management Team of AMT

The president of AMT, Mario Natividad, has 29 years of SCE experience where he started as a Meter Shop Testman Helper. He advanced through various technician positions within the meter services organization to the position of Manager of Electrical Metering Services where he remained for 7 years. In this capacity he managed four groups: a) the Meter Shop, b) the distribution Transformer Repair shop, c) the Field Meter Engineering Support Services organization. He is published in the EEI Metering & Service Committee's Handbook for Electricity Metering, 9th Edition, page v. He was actively involved in the EEI Meter and Service Committee and the publishing of this technical handbook which serves to identify meter principles and practices. In addition to servicing as the 2nd Vice-Chairman of the EEI Meter & Service Committee, he was nominated and became a member of the AEIC Meter & Service Committee. A nomination to this committee can only be made by existing members of this committee and is reserved for those utility metering individuals who have demonstrated leadership and innovation in the utility metering field. He was selected by SCE to represent the utility on EPRI's Advanced Metering Target Group and helped start up the Southern California Meter Users Group – a group of meter engineers and management individuals from municipalities and utilities in Southern California.

Attachment G

Applied Metering Technologies, Inc. Experience and Background

Our Lead Technician and Field Engineer, John Westberg, has approximately 18 years of journeyman meter technician, meter supervisory, and meter engineering experience. After a successful stint as a journeyman field meter testman, he became a meter test analyst and eventually supervised SCE's group which automated their field meter test activities. Following 15 years at SCE in the metering field, he retired and was subsequently hired by IBM as a contractor working on the development of PG&E's meter customer information system. He performed in this capacity right up to being hired by AMT in October, 1997. Mr. Westberg will be actively involved in providing technical support for our Illinois field technician on various meter situations and configurations our Class 3 Technician may encounter.

AMT's meter engineer, Johnell Holly, has approximately 21 years of experience in the positions of journeyman meter technician, meter instructor, and meter engineer. During his SCE service as an engineer he was responsible for maintenance, updates, and technical support of all of the meter software used to program SCE's TOU meters. He was also a project manager for the load survey meter/recorder trouble reports, and was instrumental in the coordination required to install many of SCE's load research metering projects. He later became the lead engineer for SCE's automated meter reading (AMR) effort. He has developed numerous training modules for field technicians on laptop computer use for programming and reading meters optically in the field. Mr. Holly will be our Illinois field technician's main office support for technical assistance on computer software, programming meters, and meter communications issues.

Our Meter Technician Staff

The staff of technicians hired by AMT have been hand selected. Since the President of AMT was also a recent Manager of Electrical Metering Services at SCE, he was intimately aware of the work quality and reviewed the performance appraisals of each of the technicians. Not all former SCE technicians were recruited. Those that were low performers or low in quality work, were purposely not recruited, and the resulting staff is a cadre of high performers. AMT has followed this same practice of hiring quality meter technicians from PG&E and ComEd. Indeed, if an existing SCE, PG&E, or ComEd metering person were questioned regarding the quality of technician that AMT had, the response would come with high regards.

Attachment G

Applied Metering Technologies, Inc. Experience and Background

The background of our technicians includes all facets of metering experience. Each of our technicians is quite familiar with Time-of-Use metering, cogeneration metering, interruptible accounts, interval data recorders, meter software residing on laptop computers used for programming and reading meters, load survey applications, energy diversion detection, routine meter calibration, meter vectoring and their application, meter formulas, and safe work practices.

Our technicians also have considerable experience on the many different types of utility meters. They can test, install, perform maintenance, and troubleshoot ABB, General Electric, Schlumberger Industries, and Siemens meters and all other traditional utility type meters. Their experience includes thorough familiarity with traditional electromechanical meters, solid-state meters, and bench testing meters in the shop. They have a wealth of vintage meters, and the many varied ways some customers have found to divert electricity.

Six of our staff conducted formal training classes as Southern California Edison Company and ComEd. These classes consisted of single phase and polyphase meter theory, hands on meter troubleshooting, and field meter testing to the present meter testmen at SCE and ComEd. This included classes to newly hired meter testmen ("off the street") as well as classes to journeymen testmen on advanced meter theory and complex and primary metering. Classes have also been given by our staff to meter readers, field service representatives, planners, and marketing reps on metering principles and processes in general.

Attachment G

Applied Metering Technologies, Inc. Experience and Background

Direct Access Meter Installation Experience

Applied Metering Technologies, Inc. was one of the first Meter Service Providers in California to set meters for Direct Access customers and has been doing so regularly since January 1998.

- a) The first to install a Direct Access meter in California
- b) The first to install meters in all three utility's service territories.
- c) The first to meet the 50 Joint Meets with SCE and obtain their approval for meter services.

As for references regarding the quality and professionalism of our technicians and our capabilities, the Commission could solicit comments from:

PG&E	Tim Vahlstrom	Manager	415.973.1084
PG&E	Young Nguyen	Meter Engineer	415.973.1686
SDG&E	Steve Grady	Direct Access Project Lead	858.654.8242
SCE	Kit Maughan	Mgr. Electric Meter Services	714.895.0427
SCE	Deepak Nanda	Mgr. Shop Services & Instrum.	714.895.0420

OBJECTIVE

To utilize the skills acquired in the electric utility metering field to successfully manage a field meter services organization in a restructured electric industry outside of the utility environment.

PROFESSIONAL EMPLOYMENT

October, 1997
to Present

FOUNDER & CEO, APPLIED METERING TECHNOLOGIES INC.

Responsible for the daily operations, marketing, and management of a meter service provider business in the deregulated electric utility business. Successfully positioned the Company as a premier meter organization for many of the nation's key energy service providers.

June, 1990
to September, 1997

MANAGER, SHOP SERVICES & REPAIRS, SOUTHERN CALIFORNIA

EDISON CO. Responsible for the accuracy and reliability of Southern California Edison's 4.2 million meters. Manage up to 200 personnel in the Electrical Metering Services organization consisting of a 40,000 square foot distribution transformer repair shop, a 4,500 square foot meter shop, meter inventory, meter engineering and design group and a large field meter test group deployed at 26 service centers.

April, 1987
to May, 1990

DIVISION TEST SUPERVISOR, SOUTHERN CALIFORNIA EDISON CO.

Responsible for all field meter test activated in the Edison system with approximately 160 IBEW meter technicians and supervisory personnel at 26 service centers. Includes training, safety and the management of an \$8 million budget.

March, 1983
to April, 1987

DATA TRANSLATION & ANALYSIS SUPERVISOR, SOUTHERN

CALIFORNIA EDISON CO. Responsible for processing approximately \$3 million daily of TOU information for the timely billing of SCE's large customers and for load survey and cogeneration accounts. Initiated the successful implementation of the utilization of Datastar recorders as the SCE standard. Managed a staff of nine personnel and three WLT-40 translation systems.

December, 1976
to March, 1983

LABORATORY SUPERVISOR/ANALYST, SOUTHERN CALIFORNIA

EDISON CO. Responsible for special project evaluations on new energy management devices. First line supervisor for 12 IBEW laboratory technicians. As Data Acquisition Analyst, significant achievements included the design and implementation of the existing data base management system for load survey data and rewrite of the interval data estimating software (now used as a standard on the UTS MV-90 system).

August, 1968
to January, 1986

VARIOUS TECHNICIAN POSITIONS, SOUTHERN CALIFORNIA EDISON

CO. Held various jobs as laboratory technician, relay testman, and meter testman working in the shop and at field locations. Work included the testing and repair of watt-hour meters, recorders, protective relays, and various electrical test instruments.

March, 1967
to June, 1968

SUPPLEMENTAL CUSTOMER ENGINEER, IBM Responsible for wiring updates and maintenance on Mod 360/30 mainframe computers, tape drives, printers and peripheral equipment.

Mario A. Natividad
1154 Guinea Drive
Whittier, California 90601

Cont'd

SPECIAL INTERESTS

Member, 1996 – 1997	Electric Power Research Institute, (EPRI) Advanced Metering Target Group
2 nd Vice-Chairman and past Chairman of the Management Practices Subcommittee, 1990 – 1994	Edison Electric Institute (EEI) Meter & Service Committee
Member (Nominated by Duquesne Light Co. for Leadership in the metering field), 1994 – 1995	Associated Edison Illuminating Companies (AEIC) Meter & Service Committee
Member, 1990 – 1993	Pacific Coast Electrical Association (PCEA)
Tournament Chairman, 1988 – 1997	SCE/SSID Golf Committee
President, 1978 – 1981	SCE Rod and Gun Club
Campaigner	Committee to Reelect Al Natividad (father), Mayor of Pico Rivera (successfully re-elected)
Member, 1989 – 1993	Professional Hispanics in Energy (PHIE)

EDUCATION

Senior standing, Business Mgm't curriculum with 10 classes remaining for Bachelor of Science	California Polytechnic University, Pomona (through 1985)
Associate of Arts Degree, 1982	Mount San Antonio College, Walnut, CA
Electronics Graduate	Don Bosco Technical Institute, Rosemead, CA

PERSONAL

Married: 4 children
Age: 50
Health: Excellent; I have only missed one day of work in the last 6 years.

HOBBIES

Golf, fishing, reading, and home projects.

Proficient in the use of computers and MicroSoft software.

William R. Gierke
Chicago, IL 60641

OBJECTIVE: Meter technician

QUALIFICATIONS:

- Thirty-four years metering experience.
- One year as a meter reader.
- Ten years as a single phase meter person.
- Nine years as a power meter person.
- Four years as a meter analyzer.
- Two years as a metering instructor.
- Two years as a meter supervisor.
- Six years as a principal meter analyzer.

I am experience in most meter work as well as some programming. I also have experience in telephone based metering both cellular and land line installations.

EMPLOYMENT:

1996 – 2000 Prineipal Meter Analyzer, ComEd

Retired June, 2000.

JOHNELL HOLLY

Long Beach, California 90806

OBJECTIVE

To use my skills and knowledge to meet the responsibilities of a Metering Engineer in the performance of setting up metering equipment, software, training aides and procedures for technicians, etc. To be the liaison between the technicians and the meter manufacturers for support information. Additionally, develop and or design sub-metering installations.

QUALIFICATIONS

Nineteen years experience in all aspects of data acquisition, project management and electrical metering. Ability to organize and manage diverse projects including planning and scheduling, organizing teams, researching data and equipment requirements, getting appropriate permits, analyzing economics, developing procedures and making decisions. I am proficient in the use of PC's MacIntosh computers and the Internet. I have designed, developed, and taught computer operations and warehousing management.

ACHIEVEMENTS

- ◆ Supported the setup of 17 offices in the Long Beach District.
- ◆ Supervised the District Office in Long Beach during tax season.
- ◆ Remote Electronic Receiver Transmitter – Demonstrated feasibility of remote meter reading.
- ◆ Constructed Personal Computer – Demonstrated cost effectiveness of upgrading from 8088 through 80586 personal computers.
- ◆ Published specifications for a hand held computer – Demonstrated knowledge of software and system requirements.
- ◆ Management of Automated Logistics Material Management Course – Established my instructional abilities and management training.

EXPERIENCE

- | | |
|----------------------------------|---|
| July 1996 -
April 1997 | I performed duties of support specialist for the Long Beach district during pre-tax season setup. During tax season I was the Office supervisor for the Long Beach District Office. |
| November 1977 -
July 1996 | Engineer I within SCE – I provided support and direction for Load Survey and Special metering projects and I assisted with maintenance of Time-of-Use Metering systems. I ensured proper accounting was used to capture accurately the cost of projects and maintenance activities. Analyze meter test reports and determine the corrective action associated with metering errors, energy theft, and safety irregularities. Assisted and performed training and evaluation. Serviced, tested and installed solid-state three phase, single phase, time use and load survey metering equipment. |
| January 1973 -
November 1977 | Journeyman Intercommunication and Sound Technician, Hannon Engineering, Culver City, California. Installed, maintained, and serviced sound systems, surveillance and alarm systems. Apprentice Intercommunications and Sound Technician, Linde Electronics, Santa Fe Springs, California. |
| September 1968 -
January 1973 | Receiving Clerk, Mattel Toymakers, Hawthorne, California. Maintained records of incoming parts and materials. Production Control Analyst: Ensured materials were stocked for use on "Hot Wheel" and "Barbie Doll" production lines and monitored when material would be available. |

JOHNELL HOLLY

Cont'd

EDUCATION

- 1977 – 1990 California State University at Long Beach, Long Beach, California.
I received a BS Degree in Electrical Engineering, with a minor in Computer Science.
- 1974 – 1976 Los Angeles Trade Technical College, Los Angeles, California
43 semester units in intercommunication and sound, obtaining a Journeyman
Certification.
- 1968 – 1974 Compton Junior College, AS Degree in Electronic Technology.

INTERESTS

I enjoy computers, evaluating and testing new software and firmware. I assist schools in my community to encourage children and young adults to stay in school. Through Southern California Edison, I continue to work in the Student and Employee Development program and Future Scientist and Engineers of America in partnership with SCE, I volunteer time in the Westminster school district encouraging students to become engineers or scientists. I support the local schools in my community by volunteering time as Bingo Captain, Caller or Seller. I have a mild appreciation for exotic cars such as Alfa Romeo's. Photography has been a pass time for many years and I enjoy it very much.

MILITARY SERVICE

- January 1977 - U.S. Army Reserves, Pasadena, California. Instructor of Automated Logistics
Present System Course and Course Manager with six-member team.
- August 1969 - U.S. Army – Artillery Combat Leadership School, 32 weeks.
July 1971

REFERENCES

Available upon request.

RICHARD R. LONG

Garden Grove, CA 92840

ELECTRICAL METERING/TESTING PROFESSIONAL

Productive Electric Utility technician with a proven record of accuracy, quality and safety. Broad range of experience includes residential, commercial, and industrial customers/clients.

Technical Metering
Test Procedures
Staff Development

Labor Relations
Budgeting
Marketing

SELECTED ACCOMPLISHMENTS

Personnel Supervision

- Developed, interviewed and promoted, many technically skilled meter testmen.
- Resolved grievances as a Labor Relations representative at fact finding meetings resulting in significant dollar savings.
- Developed safety programs which maintained safe working environments and reduced industrial accidents.

Budget Management

- Successfully manages a \$2.5 million budget without exceeding targets.
- Developed spread sheets and graphic presentations which set the standard for divisional budget reporting.

Technical Writing

- Drafted complex technical test procedures for KWH and Reactive metering systems assuring consistency of methods, accuracy and safety.
- Wrote articles of common interest for Departmental and Company news publications.

Sales/Marketing

- Proposed and successfully marketed specialized metering services to third party customers which provided additional revenue.
- Provided graphic Load Profile data to customers, using selective software, that produced cost saving adjustments by satisfied customers.

WORK EXPERIENCE

1996 – Present: SELF-EMPLOYED, Independent Contracting.

1967 – 1995: SOUTHERN CALIFORNIA EDISON COMPANY, Fullerton, CA

Account Executive (Energy Services Inc.)
Division Test Supervisor
Field Test Supervisor
Meter Test Supervisor
District Polyphase Testman
District Singlephase Testman

1994 – 1995
1992 – 1995
1984 – 1992
1980 – 1984
1970 – 1980
1967 – 1970

AWARDS

- Recognized for perfect attendance each year since 1990.
- Received on High Five and three Quality of Service awards since 1991.

TECHNICAL

Skilled in various PC software packages including:

Windows/Microsoft Office:

- MS Word
- Excel (Including macros)
- Powerpoint

DOS

WordPerfect

Quicken

Desk Top Publishing

EDUCATION

California State University – Fullerton, CA: Completed courses towards B.S. – Computer Science

California State University – Long Beach, CA: Completed courses towards B.S. – Industrial Technology

Long Beach City College – Long Beach, CA: A.A. – Industrial Technology (Electronics Option)

JAMES M. HERRIN

SUMMARY

A Metering Engineer with over 15 years experience in metering and energy related construction and measurement services. Has a thorough understanding of California's regulating bodies' requirements that apply to metering in the direct access environment. A strong communicator with substantial experience in training, producing training materials and conducting training sessions. Possesses and in-depth knowledge of metering systems with a proven ability to identify meter and communications equipment failures and implement effective and timely response.

SYSTEM DESIGN

SYSTEMS REVIEW

DEVELOPING POLICY

PROJECT MANAGEMENT

NEGOTIATING

TRAINING

EXPERIENCE

March 1998 – Present

PG&E ENERGY SERVICES San Francisco, CA: A national energy service provider based in Northern California, focused on providing integrated energy solutions for commercial retail, processing and industrial customers.

Metering Engineer, Field Engineer: Manages the negotiation and development of MSP contracts; designs, develops and provides training and coaching to MSPs on complex metering installations; assess performance of MSPs: Produces field-ready documentation of work procedures and equipment.

- Designed, developed and implemented a multi-site, first-of-its kind, highly innovative supplementary electric metering system for a top tier national retail customer expectations. Utilizing a skill set not limited to negotiation, coaching, team building, designing and serving as a change agent.
- As a team member I contributed to the initial meter measurement program creation and documentation for ES. Worked to identify and document manufacturer defects in programming software and facilitate corrections.

November 1993 -
March 1998

PACIFIC GAS AND ELECTRIC COMPANY San Francisco, CA: A regulated gas and electric utility based in Northern California, focused on the production, transportation and delivery of energy for a diverse customer base.

Gas and Electric Service Supervisor: Managed the daily activities of 11 journeymen employees providing gas and electric service and emergency response over a substantial portion of the San Joaquin Valley. While in this position, I implemented a changed work schedule to better match workforce to workload resulting in a 35% reduction of non-emergency overtime.

Electric Distribution Supervisor: Directed the daily activities of 15 journeymen distribution operators overseeing electric energy delivery and emergency response over a substantial portion of the San Joaquin Valley. Managed the pilot implementation of new electric outage response and communications tool. Designed the corresponding 200-page Emergency Response Manual for Stockton Division.

Electric Metering Supervisor: Directed the daily activities of 10 journeymen Electric Metering Technicians over a 5-county area in the San Joaquin Valley. Implemented process improvements which yielded a 43% gain in the department's excellence rating (as measured through customer response) pertaining to the company's Energy Cost Inquiry process.

EDUCATION

Saint Mary's College, Moraga, CA

B.A., Liberal Arts; Graduate Courses in Education

STATE CERTIFICATION

State of California certified Journeyman Meterman

JOHN M. WESTBERG

METERING BUSINESS ANALYST

Innovative analyst with a proven record of success in the development of Automation Projects which increase productivity. Specific skills include:

- Analysis
- Requirements
- Design
- Team Building
- Leadership
- Communication

EXPERIENCE

IBM GLOBAL SERVICES, San Francisco, CA

(Contracting to Pacific Gas & Electric Co.)

Meter Management Business Analyst

(February 1997 – April 1997)

Developed Functional Specifications for new Meter Management System

SOUTHERN CALIFORNIA EDISON CO., Rosemead, CA

(An Electric Utility serving Southern California)

Computing Operations Specialist, Electrical Metering Services (1995 – 1996)

Managed a \$1.5 million proprietary automated system development project to replace paper processes and inefficiencies. Designed a three platform system comprised of Mainframe (CICS/DB2), Workstations (Windows 3.11), Laptops (DOS 6.0), and associated interfaces.

- Increased productivity 13% through design of new systems.
- Developed requirements, implementation plan, and formed internal team which minimized cost overruns.
- Built relationships with internal and external clients that aided development and insured product satisfaction.
- Motivated team members to expand education for project requirements and personal development.

Management Analyst, Westminster, CA

(1993 – 1995)

Analyzed business structure/processes and presented recommendations for automation. Upgraded department data base to mainframe system.

- Saved over \$80,000 through research, development and execution of automation projects.
- Designed screens for customer service mainframe system.
- Championed launch of mainframe system which opened data to internal clients.

Meter Test Supervisor, Long Beach, CA

(1992 – 1993)

Supervised 10 Field Meter Testpersons. Coordinated new project installations and result surveys. Trained personnel for classification certifications. Counseled staff and performed annual reviews.

Meter Test Analyst, Long Beach, CA

(1989 – 1991)

Certified accuracy of paper documentation relating to meter accuracy verification and billing errors for 55 field testpersons. Trained personnel in accurate documentation methodology.

SOUTHERN CALIFORNIA EDISON CO., continued

Meter Testman, Long Beach, CA (1979 – 1989)
Certified accuracy of electric meters in the field. Resolved billing issues with industrial, commercial, and residential customers.

Maintenance Machinist, El Segundo, CA (1968 – 1978)
Maintained and repaired steam plant generating equipment.

EDUCATION

Long Beach City College: 38 units towards degree in Business Management

TECHNICAL

Computer literate (MS Word, EXCEL, Powerpoint, Project, Windows 3.11 and Windows 95).
Experienced in PC repair, communications systems, bulletin board systems and electrical service installation and repair.

PERSONAL

Volunteer for Special Olympics and City of Lakewood
Scoutmaster/Assistant for six years leading a troop of 35.
Soccer Coach/Referee for six years.
Inflight Refueling Specialist for four years with U.S.A.F.
Personal interests include: financial markets, fishing, off-road vehicles, camping, biking, computers, and reading.

WILLIAM A. RANDLE, JR.
Managing Director
Datapult. L.P.

William A. (Bill) Randle, Jr. is currently the Managing Director of Datapult LP. In that role, he has profit and loss responsibility for the combined energy information services developed by AEP Communications and C3 Communications (a subsidiary of CSW prior to its merger with AEP in June 2000).

Bill began his AEP career in 1980 with the System Measurements section of AEP's Service Corporation and has also enjoyed assignments in the Power Generation and Information Systems departments. Prior to transferring to AEP Communications in January of 1998, Bill was the Director of Measurements and Customer Support Systems within AEP's Energy Delivery Support group. In that role, he had responsibility for all metering and energy measurement systems within the AEP System. He has served on a number of industry committees.

Bill has a Bachelor's degree in Mathematics from the City University of New York where he graduated with highest honors.

**STEVEN T. BODKIN
DIRECTOR OF SERVICE DELIVERY
DATAPULT, LP**

Steven Bodkin is director of service delivery for Datapult, LP. His main responsibility is the management of service delivery of energy information and meter data services to all direct and indirect contracted accounts throughout the United States. Additional responsibilities include energy and data analysis, energy management strategies, process improvement and transforming energy data into high value information for customers.

Bodkin has more than 21 years of experience in the areas of service delivery, marketing, market planning and customer service. Areas of expertise include new product/service launch, strategic and tactical marketing plans, targeting pricing, advertising and naming/branding/product management. He is also experienced in process improvement, energy analysis, energy management strategy, sales training and support, customer service, presentation development and computer literacy. Bodkin has also achieved success in creating new service groups and has had significant supervisory experience.

Bodkin began his career with Datapult in 1997 as marketing manager where he helped launch the new unregulated subsidiary. He was responsible for naming, branding, web site development, product management targeting, pricing, sales presentations and collateral materials.

Prior to Datapult, Bodkin was manager, consumer market planning, for American Electric Power. In this role, he was responsible for strategic and tactical planning for residential and small business customers. He successfully developed programs such as a \$4 million appliance warranty program for retail customers and a marketing plan with \$50 million in projected sales within a five-year time period. Bodkin also held numerous positions of increasing responsibility that exposed him to many aspects of the electric utility industry providing varying levels of support for numerous commercial, industrial and residential customers.

Bodkin is a graduate of Ohio Northern University with a bachelor of science in electrical engineering and the AEP Management Development program.

**CHARLES M. DEWITT
MARKETING MANAGER
DATAPULT, LP**

Charles DeWitt is marketing manager for Datapult, LP. His responsibilities include aiding in the establishment of the group's business plan and executing the market research and marketing strategy as required for the business. Dewitt has more than 16 years of experience in the areas of marketing, business planning and project management. Areas of expertise include extensive business strategy formulation and implementation as well as project management experience.

DeWitt began his career with Datapult at C3 Communications in 1999 as manager, business development and planning. In that position, he was responsible for business planning, market strategy, market research and evaluation of business alliances for C3's Utility Automation division. He negotiated contracts with customers that generated total sales of \$2.1 million with annualized run rate of \$1.4 million as of March 2000.

DeWitt came to C3 from CSW Energy Services where he was senior pricing strategist, coordinating product development and pricing to support the sale of electricity in newly deregulated markets. He organized and led efforts to acquire CSW's first California and Pennsylvania contracts.

Prior to CSW Energy, he held a number of positions of increasing responsibility within Central and South West Corporation in the field of project management within the electric utility industry where he developed and enhanced his business skill set.

DeWitt is a registered professional engineer in the state of Texas.

DeWitt is a graduate of Texas A&M University with a bachelor of science in electrical engineering.

**GLENN W. DISHONG
DIRECTOR OF PROJECTS
DATAPULT, LP**

Glenn Dishong is director of projects for Datapult, LP. He is responsible for providing overall strategic direction of the Projects department consisting of design, installation, and integration of complex metering and monitoring projects on customer premises. He was instrumental in establishing processes and performance metrics to begin the process of reducing installation time and costs for metering equipment.

Dishong has more than 19 years of experience in the areas of plant operations, maintenance, testing and training. His areas of expertise include extensive operations and production management experience with a focus in high technology organizations. Dishong has held a wide variety of positions that have also provided him with a great deal of supervisory experience.

Dishong began his career with Datapult at C3 Communications in 1998 as operations manager where he managed the complete design, setup and operation of a high-volume manufacturing facility to retrofit automatic meter reading (AMR) technology into electric meters. He came to C3 from a position with Dell Computers where he was responsible for the supervision of Dell's laptop computer production line. Prior to Dell, he worked for Texas Public Utility Commission, PECO Energy and General Electric, advancing through various technical positions of increasing responsibility.

Dishong graduated from Texas A&M University with a bachelor of science in industrial engineering.

DONALD W. HOWELL
DIRECTOR, PRODUCT DEVELOPMENT AND OPERATIONS
DATAPULT, LP

Donald (Don) Howell is director, product development and operations for Datapult, LP. His main responsibility is the management of all technical aspects of the energy information service (EIS) product line design and functionality. Additional responsibilities include the selection of product hardware and software platforms, ensuring the optimal mix of reliability and economy related to system availability and integrating customer research and development information into product development planning.

Howell has more than 28 years of experience in various roles within the electric utility industry. His areas of expertise include product development including electronics and software integration, electronics and systems applications, team leadership, management acumen and creativity in the application of technology.

Howell began his career with Datapult in 1998 as director of product development and IT operations. In this role, he manages a diverse portfolio of engineers, technicians, developers, and database architects/administrators devoted to the design of products ranging from enterprise database/Internet/Java/VB/Delphi/C/C++ software development to microprocessor/firmware embedded system design and coding applications. The development cycle utilizes advanced concepts from visual programming techniques, project management oversight, object oriented technology, and code repositories to yield an environment that is stable, flexible, and very efficient in terms of overall scale.

Howell began his career in the electric utility industry in 1972 with American Electric Power (AEP) as a field engineer in AEP's Virginia service area. Initial duties included design/installation/maintenance/calibration of substation SCADA, instrumentation, and large power customer metering projects with responsibilities for supervision of all field metering engineers. In addition, he served as measurements engineering manager responsible for AEP's entire southern service area. Before moving to this position, he was superintendent of computer resources where he assisted in the design and implementation of the company's LAN/WAN networking infrastructure.

Howell is a registered professional engineer in the state of Virginia.

Howell is a graduate of Virginia Polytechnic Institute and State University with a bachelor of science in electrical engineering. He also has completed numerous advanced management courses including the AEP Management Development and the AEP Leadership in Changing Times programs.

**OLIVER U. KITNER
BUSINESS DEVELOPMENT MANAGER
DATAPULT, LP**

Oliver Kitner is business development manager for Datapult, LP. His responsibilities include analysis, planning, development and negotiation of strategic alliances and Value Added Reseller relationships for Datapult's Alternate Channel Markets.

Kitner has more than ten years of energy industry experience in the areas of sales, business development, marketing, customer service, and regulatory affairs.

Kitner joined AEP Communications, LLC prior to the commercial launch of Datapult in 1998, when he was named the company's sales manager and subsequently alternate channels sales manager. Since joining Datapult, he has generated more than \$5.3 million year to date in revenue for the company. He has led negotiations and secured customer contracts with Steiner & Associates, CB Richard Ellis, & Venator Group, and he has negotiated revenue producing Value Added Reseller relationships with Cutler-Hammer, Honeywell, and REMCo.

Kitner began his career with AEP in 1991 as field engineer in AEP's West Virginia service area. In 1994, he transferred to Roanoke, Virginia as the demand side management manager for AEP's Tennessee, Virginia and West Virginia service areas. Kitner transferred to Columbus, Ohio in 1996 to manage a corporate incentive compensation study and was subsequently named national accounts manager for national commercial real estate companies.

Kitner is a certified energy manager and a registered engineer in the state of West Virginia. He is a founding member of the National Gas and Electricity Deregulation Task Force for the Building Owners and Managers Association International

Kitner is a graduate of West Virginia University with a bachelor of science in electrical engineering.

PATRICK A. WELLER
DIRECTOR OF SALES
DATAPULT, LP

Patrick Weller is director of sales for Datapult, LP. His main responsibility is the management of the sales of energy information and meter data services to energy providers and multi-site building owners throughout the United States. Additional responsibilities include the attainment of sales quota, new account development, key account management, account penetration, interaction with internal departments and the usage of Siebel as a critical sales tool. He also oversees sales forecasting and reporting, expense management, sales training and meetings, objective planning and the management of the entire direct sales staff to ensure that the sales team meets established sales and profitability goals.

Weller has more than 17 years of experience in the areas of sales, sales management, organizational development and project engineering. He has extensive sales and marketing experience within the electric utility industry as well as project engineering and organizational development experience within the property management industry. Weller also has been successful at creating new organizational groups and has had significant supervisory experience.

Weller began his career with Datapult in 2000 as alternate channel manager. Weller came to Datapult from Commonwealth Energy Corporation where he was vice president, sales and energy services. In this position, he succeeded in developing new business and creating new resources within the organization resulting in greater efficiencies. Prior to Commonwealth Energy, he held a number of management positions within the electric utility industry providing varying levels of support for numerous commercial and industrial customers.

Weller has attained a certificate in electrical system design from the Real Estate Institute, New York University, and is an Association of Energy Engineers Certified Energy Manager.

Weller is a graduate of the City College of New York with a bachelor of engineering in electrical engineering.

**CHARLES F. DE TARR
FINANCE MANAGER
DATAPULT, LP**

De Tarr has more than 23 years of experience in the areas of finance, accounting and business administration. He has extensive financial experience within numerous industries as well as product management and consulting experience.

De Tarr began his career with Datapult at C3 Communications in 1997. Most recently senior product manager, he developed pricing for all product lines and proposals, and developed and maintained business plan models for Datapult. He also assumed responsibility for business development. Previously product manager and senior business consultant, he developed and implemented the Meter Data Services business plan, developed product enhancements, was actively involved in the creation of proposals and contracts, secured supplier contracts, and provided daily support for sales to achieve revenue generation. He also performed finance/business support functions for Utility Automation; developed, in conjunction with Utility Automation management, detailed budgets and 10-year forecasts; was charged with financial modeling and pricing for the \$80 million contract signed with a regulated affiliate; and reviewed and/or evaluated lines of business or possible acquisitions.

De Tarr came to C3 from Chubb Security Systems (revenues of \$14 million) where he was vice president, finance. He was responsible for all finance functions, including accounting, budgeting, planning and financial reporting and helped achieve profits that tripled 1995, 1996 and 1997. He was also in charge of converting to another accounting and billing system. Prior to Chubb, he held a number of positions of increasing responsibility within the fields of finance and accounting that exposed him to a variety of industries where he was able to develop his financial skill set.

De Tarr is a certified public accountant and received certification as a certified valuation analyst.

De Tarr is a graduate of the University of Texas with a masters of business administration and is also a graduate of Ithaca College with a bachelor of science in business administration.